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BLOCK BLOCK™

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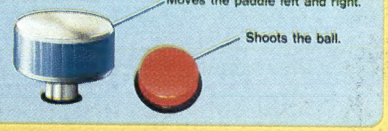
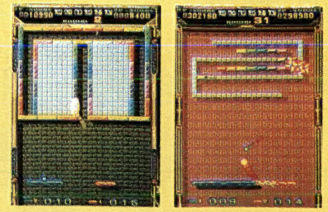
TWO PLAYER SIMULTANEOUS GAME!!

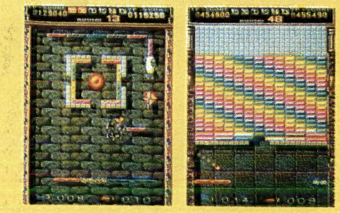
EASY OPERATION!





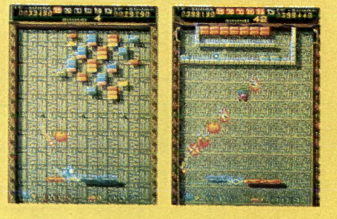
SIMPLE RULES!

Hit the ball and break all the blocks!
In a 2 player game,
first player uses the blue ball
and second player uses the red ball.
If you miss the ball,
you lose one paddle.

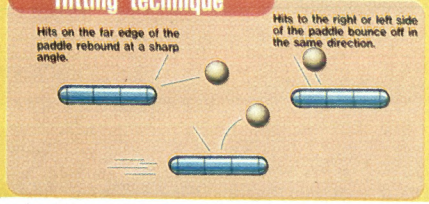


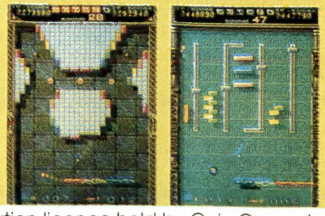
Lots of interesting items

Expands paddle.
Allows you to catch the ball.
Collect these and receive a bonus.
Slows ball down.
Collect 6 power stars and get an extra paddle.
Ball becomes bigger and more powerful.



Hitting technique


Hits on the far edge of the paddle rebound at a sharp angle.
Hits to the right or left side of the paddle bounce off in the same direction.



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The Legend Lives On...

DRAGON'S LAIR II ™ from Leland Corporation is more than an exciting sequel to the hit arcade game. With 3 years of work on completely new animation art, DRAGON'S LAIR II ™ explores an exciting new dimension in interactive video: Time Travel!

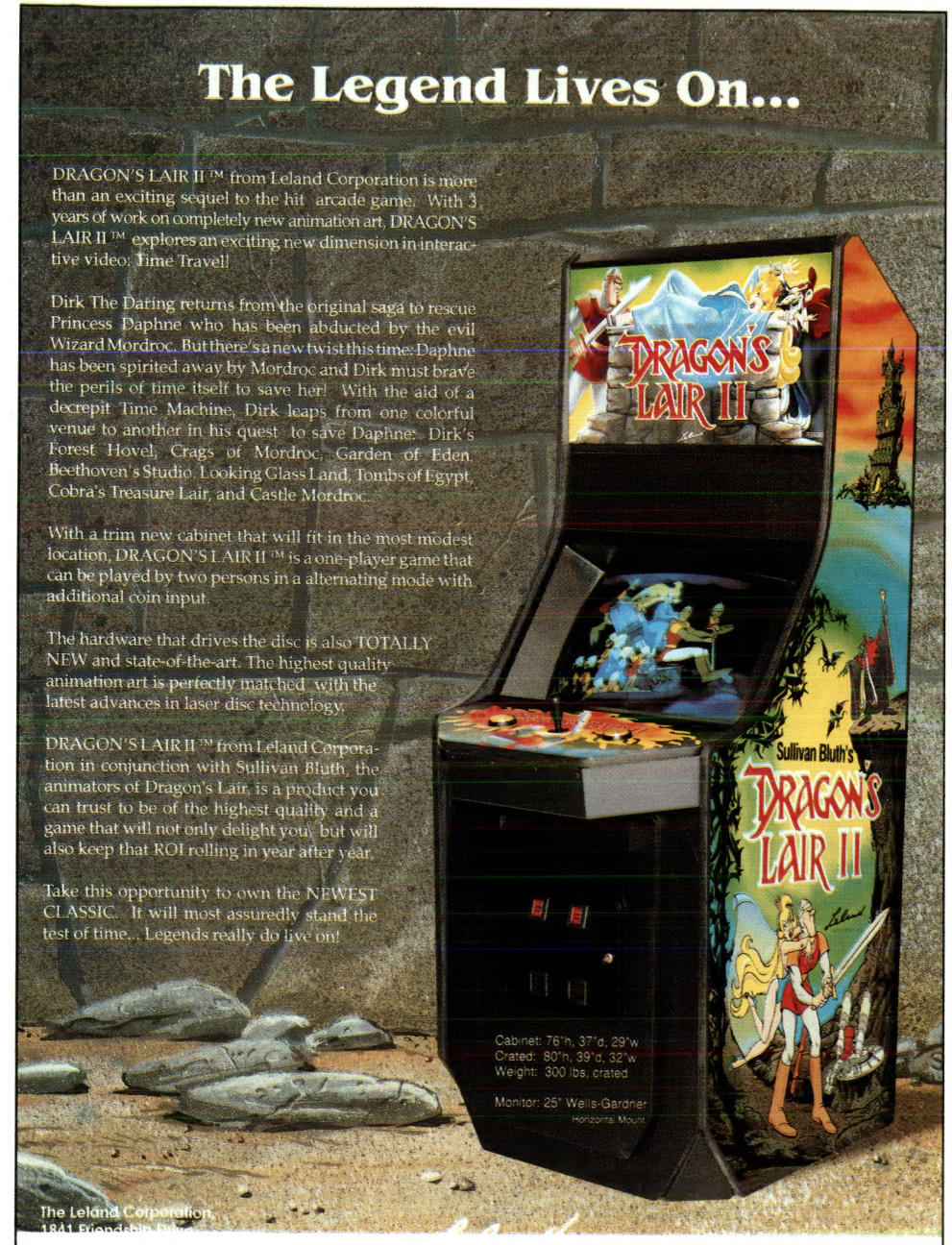
Dirk The Daring returns from the original saga to rescue Princess Daphne who has been abducted by the evil Wizard Mordroc. But there's a new twist this time: Daphne has been spirited away by Mordroc and Dirk must brave the perils of time itself to save her! With the aid of a decrepit Time Machine, Dirk leaps from one colorful venue to another in his quest to save Daphne: Dirk's Forest Hovel, Crags of Mordroc, Garden of Eden, Beethoven's Studio, Looking Glass Land, Tombs of Egypt, Cobra's Treasure Lair, and Castle Mordroc.

With a trim new cabinet that will fit in the most modest location, DRAGON'S LAIR II ™ is a one-player game that can be played by two persons in a alternating mode with additional coin input.

The hardware that drives the disc is also TOTALLY NEW and state-of-the-art. The highest quality animation art is perfectly matched with the latest advances in laser disc technology.

DRAGON'S LAIR II ™ from Leland Corporation in conjunction with Sullivan Bluth, the animators of Dragon's Lair, is a product you can trust to be of the highest quality and a game that will not only delight you, but will also keep that ROI rolling in year after year.

Take this opportunity to own the NEWEST CLASSIC. It will most assuredly stand the test of time... Legends really do live on!



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CLASSIFIEDS

SELL

Williams F14 Tomcat Pinball
Complete unit that needs
some work

Call: (035737983)

SELL

Off-road
$3500 + GST

Call: (09) 438 8111

SELL

14" Tube/montior/transformer
Second hand but little used
$200

Call: Your local agent (4)

BUY

Dedicated Movers
all types considered

Call: (03) 338 1411

SELL

Neo-Geo single slot kits
Includes: mother pcb
:free game
:full loom
:header mylar
:meters and test switch
$2230

Call: Your local agent

SELL

Tetris pcb
$400

Call: (03) 688 8262

SELL

Black/white Space Invader tables
$300

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INTERNATIONAL CHARTS

UK
Dedicated Games
1 Virtuality (W Industries)
2 Mad Dog McCree (Atari)
3 Final Lap 2 (Namco)
4 Race Drivin' (Atari)
5 Time Traveller (Sega)

Video (PCBs)
1 Street Fighter II (Capcom)
2 Football Champ (Taito)
3 Vendetta (Konami)
4 Raiden (Seibu)
5 Three Wonders (Capcom)

Pinball
1 Terminator 2 (Williams)
2 The Machine (Williams)
3 Fun House (Williams)
4 Gilligan's Island (Bally)
5 Turtles (Data East)

HONG KONG
Top Ten PCBs
1 Wrestle Fest (Technos)
2 Street Fighter II (Capcom)
3 Vendetta (Konami)
4 King of Dragons (Capcom)
5 Thunder Dragon (Tecmo)
6 Gulf Storm (Doo Young)
7 D.D. Crew (Sega)
8 Karate Blazer (V. System)
9 Turbo Force (V. System)
10 Shuuz (Atari)

Top Five Dedicated
1 Time Traveller (Sega)
2 Hard Driving (Atari)
3 Big Run (Jaleco)
4 Lazer Ghost (Sega)
5 Super Hang On (Sega)

USA
Upright Videos
1 Steel Talons (Atari)
2 Wrestlefest (Technos)
3 Road Riot (Atari)
4 Race Drivin' (Atari)
5 Steel Gunner (Namco)

Best Software
1 Street Fighter II (Capcom)
2 Clutch Hitter (Sega)
3 Super Baseball 2020 (SNK)
4 Crossed Swords (SNK)
5 Sengoku (SNK)
6 Burning Fight (SNK)
7 Fabtek (Raiden)
8 Final Fight (Capcom)
9 The King of Monsters (SNK)
10 Turbo Force (McO'River)

Pinball
1 Terminator II (Williams)
2 Funhouse (Williams)
3 The Machine (Williams)
4 Gilligans Island (Midway)
5 Party Zone (Mldway)

GERMANY
Dedicated Games
1 Race Drivin (Atari)
2 Mad Dog McCree (Atari)
3 Rad Mobile (Sega)
4 GP Rider (Sega)
5 G-Loc (Sega)

Conversion Games
1 Street Fighter II (Capcom)
2 Gun Force (Irem)
3 Strike Force (Bally)
4 Trog II (Bally)
5 Football Champ (Taito)

Pinball
1 Harley-Davidson (Bally)
2 The Machine (Williams)
3 Bugs Bunny (Bally)
4 Back to the future (Data East)
5 Fun House (Williams)

JAPAN
Table Videos
1 Automatic Punk (Irem)
2 Street Fighter II (Capcom)
3 The King of Dragons (Capcom)
4 Thunder Dragon (NMK)
5 Super World Stadium (Namco)
6 Clutch Hitter (Sega)
7 Quiz Quest (Taito)
8 Vendetta (Konami)
9 Quiz School Paradise (NMK)
10 Mutant Fighters (Data East)

Upright/Cockpit Videos
1 Starblade (Namco)
2 Final Lap II (DLX) (Namco)
3 Driver's Eye (Namco)
4 Final Lap II (STD) (Namco)
5 Rail Chase (Sega)

AUSTRALIA
Dedicated Games
1 Final Lap II (Namco)
2 Rad Rally (Sega)
3 GP Rider (Sega)
4 Golly Ghost (Namco)
5 Power Wheels (Taito)
6 Rad Mobile (Sega)
7 The Simpsons (Konami)
8 Ghost Town (Bromley)
9 Time Traveller (Sega)
10 Winning Run (Namco)

Conversion Games
1 Spiderman (Sega)
2 Sunset Riders (Konami)
3 The King of Dragons (Capcom)
4 Street Fighter II (Capcom)
5 Vendetta (Konami)
6 Wrestlefest (Technos)
7 Eightman (Neo-Geo)
8 Baseball 2020 (Neo-Geo)
9 High Impact Football (Williams)
10 Senjuku (Neo-Geo)

Pinball
1 Terminator II (Williams)
2 Gilligan's Island (Bally)
3 The Machine (Williams)
4 Fun House (Williams)
5 Harley Davidson (Bally)
6 Dr. Dude (Bally)
7 Feverboat Gambler (Williams)
8 Bugs Bunny (Bally)
9 Earth Shaker (Williams)
10 Diner (Williams)

ROCKOLA MIRAGE

: 100C/D capacity
: LED display for "Top Hits" and "Selection in play"
:Wired or infa red control system

Price: $8900 Plus GST (C/D'S extra) - Ex Stock

CLASSIFIEDS

SELL

2 x 3 Wonders	$2100
1 x Arch Rivals	$700
1 x Cadash	$600
3 x Crime City	$850
2 x D/D III	$600
3 x Defenders	$150
1 x Gun Dealer	$600
2 x Gun Frontier	$1100
1 x Hammerin Harry	$650
1 x Karate Blazers	$2080
1 x Lightning Fighter	$900
2 x Magic Sword	$1000
2 x Magic Sword add on boards	$600
1 x Merc's	$1300
2 x Ninja Turtles	$1260
1 x NZ Story	$450
1 x Pang	$550
2 x Secret Agent	$550
1 x Smash T.V	$900
1 x Snow Bros	$550
3 x Spinal Breaker	$500
1 x Street Smart	$350
2 x Super Pang	$750
1 x Toki	$600
2 x World Cup 90	$750

Cabinets Chaston 500 wide, steel door, AVE coin mech, V-tidy $1200

DEDICATED

1 x Final Lap 1
(26" screens) link system, high back seats, AVE coin mechs, v-tidy
$12000

1 x OP/Wolf
steel door, AVE coin mech, v-tidy
$1500

1 x Championship Sprint
(26") steel door, AVE coin mech, new pedals, v-tidy
$2600

1 x Line of Fire,
(26" screen) sit down twin "Big Guns", v-tidy
$7000

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NRI - Excellence

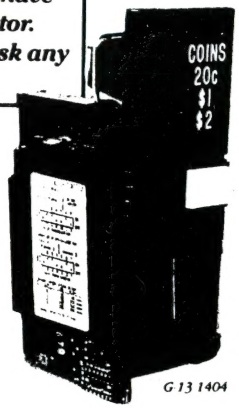
In just 6 months the NRI Electronic coin mechanisms have created a New standard for the 21st Century Operator. Forget about those other brands, NRI is the best, just ask any operator who uses them.

G 13 1002

$300

G-13 0004

$300



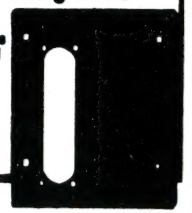
G 13 1404

$395

- Tokens accepted, so you can organise promotions at any location.
- Compact size fits most machines.
- Easy to fit — just snaps into position in place of mechanical acceptors.
- Takes money fast!
- G-13 0004 model interchanges with series 10/100 type used on most pinballs and Coin Controls doors.
- Quick, sure ways to react against foreign coins or slugs with German-made precision.
- Two bandwidths provides sure control of critical coins.
- Easy bandwidth selection by one switch — instant security against slugs.
- No special power required — just connect to standard 12 volt supply in your cabinet!
- All models are Spark Proof
- Interface Board Supplied FREE

FUNCTION:	G.13.1002 NRI	G.13.1404 NRI	Sentinel Coin Controls	Mars MS III	SM 101 Star Mech
On board crediting	No	Yes	No	No	Yes
Connects to external credit board	Yes	Yes	Yes	Yes	No
Coin counter drivers	No	Yes	No	No	Yes
Number of channels available	6	6	4	4 or 6	3
Programmable for new coins or tokens	All LAI Offices	All LAI Offices	Unknown	Unknown	Unknown
Coin entry	Top	Top	Front	Front or Top	Front

NRI Metal Mounting Plate
Allows easy conversion from Series 1 mechanisms fitted to older model Lowboys to Electronic NRI Coin Mechanisms



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COMMENTS

THE SHOWS

Having this year visited the Australian Queensland Operators Show, the American AMOA and the Japanese Jamma Show, I can't but be impressed with how advanced, informative and relevant the Australian show was to all New Zealand operators. Those that did not attend should make a point of doing so in 1992.

AUCKLAND COIN MACHINE SALES DEPARTMENT

Coin Cascade Auckland/ Northland agent Auckland coin have recently employed Kevin Grundy to expand their sales department. Full details page 7.

AMERICAN AMOA SHOW

Held this year in Las Vegas and attended by a number of New Zealand operators (in fact there were more Kiwis at the show than Australians). Visitors were treated to a wide range of new products and an improvement in attitude to the whole video games business. An unnamed Williams pinball distributor (for New Zealand) reinforced his reputation as a man feared on three continents for his driving prowess. What side of the road would you drive on?

THEFTS

Palmerston North operator Johnny Clayton recently had a Street Fighter II pcb and a Tetris pcb and panel stolen from his location. The Tetris panel is a new metal Coin Cascade panel that will only fit Taito Japan import cabinets. A reward of $500 is offered for information leading to the return of these pcbs.

NEW ZEALAND DOLLAR AT HISTORICAL LOW

Good news on the exchange front during the last month for all New Zealand exporters. However any importers of Japanese or Australian products experienced their worst month for many years. The Japanese Yen dropped approximately 10% over the month with traders predicting that it will continue its downward slide. The Australian dollar dropped only approximately 9% during the same period and again traders predict it will continue downwards. All products imported from Japan or Australia will increase in cost as a consequence.

WELLINGTON

Wellington now has an additional 5 in front of their phone number.

NEW PCB's NOW IN STOCK

Block Block (Capcom)
- excellent bat & ball game (see page 2) $1750

Wrestlefest (Jamma, 2-4 players)

(This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.)
- WWF wrestling that proves the exception to the rule
- this one earns $2490

Sunsetriders (Jamma, 2-4 players)

(This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.)
- available as either a two or four player unit
- the hit of the American AMOA Show
- excellent western theme $2320

Simpsons (Jamma, Konami)

(This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.)
- now available as either a two or four player pcb
- this unit has levelled off & income is beginning to rise again $2200

Dragons Lair II (Leyland)

(This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.)
- the new dragons lair with the promise of regular disc updating to give the user a lazer Neo-Geo game concept
- new improved laser disc player

Terminator II (Williams)

(This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.)
- USA earnings put this unit at the top of the current range of product. Terminator II (the video game) combines double machine gun play & digitized graphics & amazing sound
- available as a dedicated unit or in kit form

NEO-GEO GAMES (All Neo-Geo games/products are marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.)

Eightman (Neo-Geo cabinets only)
- this game combines characters with the abilities of the comic character "The Flash" fast paced Kung Fu action
- a good earner $760

Baseball 20/20 (Neo-Geo cabinets only)
- baseball in the 21st century $760

Crossed Swords (Neo-Geo cabinets only)
- new shipment arrived
- three dimensional character battles enemies $760

Add GST to all prices in this book

TRICKS OF THE TRADE

Credit Boards Explained

A relatively recent addition to many video and amusement machines has been the credit printed circuit board. Some operators and technicians may have found this confusing, or thought "Something else to go wrong". In reality, the credit PCB has made game pricing far more flexibile, easier to change and paved the way for electronic multi-coin acceptors.

The introduction of first the $1 coin, and then the $2 coin has been of tremendous benefit to our industry. Many operators wishing to take advantage of these denomination coins as well as the traditional 20c coins ran into problems. Some game ' : only had one coin input, making them unsuitable for say both a 20c and a $1 coin acceptor. Another problem was that the correct option switch settings were not always available to give the correct ratio of coins per credit.

The fitting of a credit PCB, placed circuit-wise between the coin acceptors and the game PCB, solved these problems. In recent times all machines incorporating electronic acceptors (both Sentinel and NRI) also use a credit PCB to calculate credits on the range of coins accepted.

Here are a few points to remember when fitting a credit PCB to a machine —

1. Credit PCBs are best fitted using a pluggable edge connector for ease of any future fault finding.
2. There is only one wire running directly from the credit board to the game board. This is the credit output.
3. Set the game PCB switch settings at one coin per credit. All pricing is done on the credit PCB.
4. Ensure that the credit PCB is easily accessible for future price changing.
5. Use the coin meter output from the credit PCB for cash reconciliation.
6. In the case of the "Sunrise Multi Credit Board" ensure that the 1 and 2 player start buttons are connected. This board also features an optional "Anti-Strimming" alarm and a credit status display.

An example of Credit Board Pinouts

Video Game Multi Credit Board

1. Player 1 start input
2. Player 2 start input
3. Service switch input
4. 10c coin switch input
5. 20c coin switch input
6. 50c coin switch input
7. $1 coin switch input
8. $2 coin switch input
9. —
10. —
11. Alarm output
12. Coin Meter output
13. Credit output
14. Display panel DATA
15. Display panel CLOCK
16. —
17. —
18 —
19. Power input, 8 to 15 volts DC, max 100mA
20. Power input, 8 to 15 volts DC
21. Ground
22. Ground

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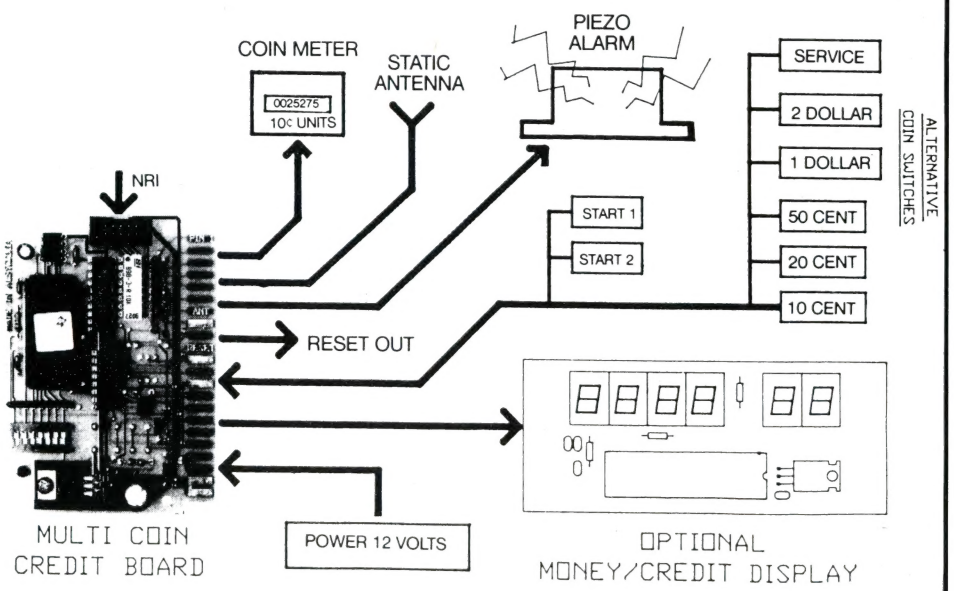
"SUNRISE" MULTI CREDIT BOARD

* Indirect Credit Conversion (e.g. 2 plays for $1 or any mix of coins totalling $1)
* Stringing Alarm & Spark Gun Reset
* Single Coin Meter (all in 10 cent units)
* Available for Video Game or Skill Tester
* Direct connection for NRI coin mech.



Credit Board design (C) 1990 Sunrise Microsolutions Pty Ltd, Sydney, Australia.

AUCKLAND AGENT EXPANDS

LAUNCH OF SALES DEPARTMENT

Auckland Coin Ltd would like to inform you that they now have a Sales Divsion in operation - "Auckland Coin Sales Ltd" - which is offering a service on all aspects relating to amusement machines, P.C.B.'s along with a full range of spare parts, (new and used).

This division is being managed by Kevin Grundy, who most of you know already. We wish to congratulate Kevin on his arrival as Sales Manager and extend a warm welcome to him on behalf of the Coin Cascade agency.

Kevin has been in the Amusement Industry for many years and in this capacity he has acquired a complex knowledge of the 'pros and cons' of the business.

If you would like any assistance in the future please do not hesitate to contact Kevin on our new Sales Hotline 524 8770 with any queries you may have.

Auckland Coin Machines Ltd
Maarten Den Boogert,
Company Manager

TO THE CUSTOMER

Just a quick note to update you on what is happening in the industry.

As you know things are not getting any better; the NZ $ is weakening against the Japanese Yen and the US $, so that means, you guessed it, the price of PCBs will increase.

On a positive note those of you who bought a Street Fighter II will not doubt be rubbing your hands with glee, as you know it is a long term earner. Since this game's release there have been several others showing good form such as Vendetta, King of the Dragon, 3 Wonders, Simpsons and Thunder Dragon just to name a few.

In our industry we see games come and go, some look good and some not so good but at the end of the day it's what's in the cash box that counts. We now have a new game on the market which seems to be as strong if not stronger than Street Fighter II.

The game which could put Street Fighter in it's place is Wrestle Fest. It's a 2/3/4 player interactive wrestling game featuring all the latest superstars. This game is reaching levels that only Street Fighter II has given us. No doubt I will be watching Wrestle Fest with a keen eye and so should you.*Kevin Grundy, Auckland Coin Sales Division*

Good Times Return

Those operators who have been in the Industry for a few years will remember the good old days of "Double Dragon I" when they could buy the game for under $1,000 and make very good returns and profits.

Since those days, the cost of games has escalated dramatically to the point where most new conversion games were in the $2,000-$3,000 range.

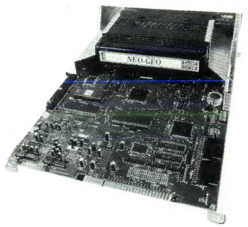
The SNK Corporation of Japan recognised the need for low cost games and spent 3 years and millions of dollars developing a System that could provide operators with top quality games for under $1,000.SNK launched the Neo Geo Multi Video System in N.Z. in July last year and since then, they have averaged 2 new games per month to support the System. There is already a total of 16 new games on the market and the Neo Geo Multi Video System Library will continue to grow at the rate of two new releases every month.

The Neo Geo Conversion Games which sell for $760 proved themselves to be as good as any of the conventional video game conversions costing $2,000 - $3,000.

SNK Neo Geo Games have been prominent in the top game charts all over the world and the company has emerged as the world's largest game software producer. SNK employ 180 software engineers who work in teams to produce games for the Neo Geo System. In addition, there are 8 further software houses in Japan which produce games for the Neo Geo System under Licence.

When the Neo Geo System was first released in N.Z. there was some concern amongst operators as to whether SNK Corporation could produce sufficient new games for the System and the quality of the new games would be satisfactory. Now after almost 8 months since the System was introduced, SNK have lived up to their promises in terms of delivery and the quality of games have been rated amongst the best in the world.

To make the Neo Geo System even more attractive, SNK recently introduced their new NGI one game System as a conversion kit for operators who wish to convert their existing game cabinets rather than purchase a dedicated Neo Geo cabinet. The big advantage of the NGI Conversion System is that it costs no more than a conventional video game conversion but once the operator has made the initial investment, all future games will cost only $760 Furthermore, the NGI Conversion System is JAMMA compatible which means that the operator is not restricted to using only Neo Geo games. Any other JAMMA compatible game can be used.



The Neo Geo System is a state of the art 16 bit with a 330 megabyte capacity. When you consider that the "Turtle" game was an 8 bit system with a 15 megabyte capacity, it means that the Neo Geo System has 20 times the memory capacity and double the processing power. This advanced technology system will broaden the opportunity for creative software engineers to produce outstanding games in the future.

Other System games that have been produced in the past have been limited either in processing power or memory capacity.

The SNK Neo Geo Games released to-date have varied in memory capacity from 40 - 60 megabytes per game which is substantially higher than most conventional video games. This has enabled the Neo Geo games to present better quality graphics and game strategy.

The SNK Neo Geo System appears to be what the operator has been waiting for and presents a renewed opportunity to buy low cost high quality games.

Robocop II	$1100.00	Super Formular Kit (Video System)(Dart Fox Type)	$1100.00
Rod Land (Jaleco)	$950.00	Superline	$460.00
Roller Games	$700.00	Tecmo Knight	$650.00
Rolling Thunder II	$1400.00	Terra Cresta	$300.00
Rolling Thunder	$550.00	The Hustler (Konami)	$300.00
Rough Racer (Seca)	$1120.00	The Legend of Makai	$380.00
Royal Casino	$400.00	The Leg'd of Hero "Tonma" (Irem)	$650.00
R Type II (Irem)	$580.00	Task Force Harrier	$600.00
Rush and Crash	$250.00	Tetris	$700.00
Runark	$1400.00	Three Wonders	$2150.00
Riddle of Pythagoras	$250.00	Thunder Cross	$620.00
Rygar	$420.00	Thunder Cross II	$1400.00
S.A.R	$640.00	Thunder Dragon	$1800.00
Salamander	$400.00	Thunder Fox	$1100.00
Secret Agent (S'SPY)	$600.00	Thunder Force	$600.00
SD Gundam	**$2050.00**	Thunder and Lighting	$750.00
Shadow Dancer	$840.00	Truxton	$700.00
Shinobi (Sega)	$600.00	Tiger Heli (Taito)	$320.00
Side Arms	$250.00	Toki (Tad)	$700.00
Silk Worms	$450.00	Turbo Force	$1200.00
Simpsons	$2200.00	Twin Bee II	$1050.00
Sky Smasher	$800.00	Twin Eagle	$680.00
Sky Adventure (SNK)	$650.00	Twin Cobra (Tiger)(Taito)	$500.00
Sky Soldier (SNK)	$700.00	Twin Hawk (For 2 players)	$600.00
Sly Spy	$680.00	UAG	$700.00
Slap Fight	$400.00	Vandyke	$650.00
Snow Bros. (TOA Plan)	$560.00	VapourTrial (Deco)(Kuhca)	$800.00
Space Battleship	$500.00	Vigilante	$450.00
Spartan X	$250.00	Violence Fight (Taito)	$1200.00
Spelunker	$220.00	Volfied (Taito)	$960.00
Splutter House (Namco)	$900.00	Vendetta	$2100.00
Spiderman	**$2900.00**	Vimana	$1100.00
SCI Kit (Includes steering etc)	$3800.00	U.S.Navy	$1500.00
Shadow Dancer	$870.00	Wardner (Taito)	$280.00
Sky Smasher	$1120.00	Willow (Capcom)	$1500.00
STG	$900.00	Wonder Boy	$300.00
Strato Fighters	$800.00	World Cup '90 (Temco)	$850.00
Street Fighter II	$2300.00	Wrestle War (Sega)	$600.00
Spinal Breaker	$600.00	X Multiply (Irem)	$600.00
Street Fighter	$900.00	**Xexex**	**$2650.00**
Street Smart	$750.00	Yanchamaru	$250.00
Super Contra	$700.00	Yoma Ninpocho	$250.00
Super Pinball Action	$985.00	Zero Wing (TOA)	$560.00
Super Space Invader	$1200.00	1941 (Capcom)	$1500.00
Super Masters Golf	$1200.00	1942	$400.00
Super Pang	$700.00	1943 KAI (Capcom)	$400.00
Superman	$1150.00		
Surprise Attack	$500.00		
SRD	$400.00		
Street Fighter (Capcom)	$900.00		
Strike Gunner	$700.00		

All PCB's come with loom and header mylar

Flying Shark (Taito)	$400.00	Major Title	$1450.00
Formation Z	$200.00	Master of Weapons	$560.00
Free Kick	$320.00	Mega Blast (Taito)	$800.00
Galaga	$320.00	Midnight Resistance	$720.00
Galaga 88	$900.00	Mercs	$1500.00
Gals Panic	$1100.00	Monster Lair (Seca)	$550.00
Gaplus	$320.00	Moonwalker	$750.00
Galop	$1450.00	Monster Land	$400.00
Gang Wars (SNK)	$700.00	Mustang	$550.00
Gemini Wing	$400.00	Nemo	$1450.00
Ghost n Goblins	$250.00	New Zealand Story (Taito)	$500.00
Ghouls n Ghosts	$1450.00	Ninja Gaiden NF	$650.00
Gigandes (Micro Tech)	$550.00	Ninja Kids	$1200.00
Golden Axe (Sega)	$750.00	Ninja Spirit	$550.00
Golden Poker	$440.00	Ninja Turtles	$1400.00
Gradius III (Konami)	$700.00	Omega Fighter	$390.00
Growl	$1200.00	Outzone	$950.00
Growl conversion Kit	$900.00	Outrun Kit	$4000.00
Gun Fontier	$1200.00	Operation Thunderbolt kit	$1850.00
Gun Force	$1200.00	P 47	$500.00
Guerilla War (SNK)	$350.00	Pipe Dream	$550.00
(w/2Pcs Special Joystick)		Pitfighter (3 player)	$1200.00
Hammerin Harry	$600.00	PocketGall II	$450.00
Hard Puncher	$800.00	Pang	$550.00
Hat Trick Hero	$2130.00	Packland	$750.00
Hatris	$385.00	Pacmania (namco)	$1200.00
Halleys Comet	$350.00	Passing shot	$650.00
Heavy Unit (Taito)	$400.00	Perfect Billiards	$350.00
Hell Fire (Taito) (2 Players)	$465.00	Plotting (Flippul)(Taito)	$300.00
Ikari (w/2Pcs Spec'l J'Stick)	$440.00	Pole Postion II (PCB)	$790.00
Image Flight (Irem)	$600.00	Power Spike	$1450.00
Inspector X (Taito)	$600.00	POW (SNK)	$470.00
Jockey Club	$2000.00	Prehistoric Island	$580.00
Karuki Z (Taito)	$350.00	Punk Shot	$600.00
Kageki (Taito)	$350.00	Puznic (Taito)	$450.00
Karate Blazers	$1900.00	Rad Mobile Kit	$5200.00
Kengo	$1000.00	Rally Bike	$650.00
King of the Dragons	$2300	Raiden (Sribu)	$1485.00
Klax	$480.00	Rainbow Island	$500.00
Last day	$950.00	Rampart	$600.00
Legard of Kage	$220.00	Rasten Saga	$480.00
Lightning Fighter	$950.00	Rasten Saga II	$650.00
Magic Sword	$1450.00	Revenge of DOII	$350.00
Main Event	$350.00	Robocop (Deco)	$500.00

CAPTAIN COMMANDO
We've Done It Again
Mack The Knife
Captain Commando
No one knows fighting Games Like CAPCOM. While others design games around existing heroes; CAPCOM designs original blockbuster titles like FINAL FIGHT and STREET FIGHTER II.
Captain Commando is no exception. Total player control allows both expert and novice to experience the game play that has made CAPCOM famous.
4 Player Dedicated
Exclusive 2-in-1 play action button maximizes player response
Cabinet designed to fit practically any location
Extra large marquee graphics to identify cabinet
Ginzu The Ninja
Baby Head
The games that make names for themselves
CAPCOM
CAPCOM USA, Inc.

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Lower N/I: Mike De Ruyter Ph (04) 569-9107 Fax (04) 569-9107
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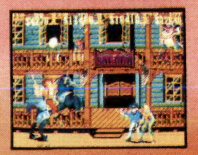
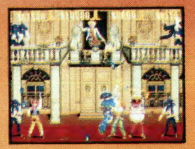
SUNSETRIDERS™

- 4 Player Interactive
- Buy-In & Continuation
- Horizontal Monitor
- Player's Controls Are:
  1. 8-way Joystick
  2. Buttons: Shoot Jump





The west just got wilder in Konami's action adventure **SUNSET RIDERS.** Saddle up and get ready for a gun-smoking romp through the legendary old west.

You are a bounty hunter in the old west, out to catch the most elusive outlaws of the time. You will be handsomely rewarded for finding villians like Simon Greedwell, the sneaky, cattle-stealing ranch owner; Hawkeye Hank Hatfield, the quick-draw outlaw in all states; Chief Scalp 'Em, the knife-wielding Indian; the evil, bomb-happy Smith Brothers; Paco Loco, the mad Indian brave; and Sir Richard Rose, the nefarious double-crossing land baron, to name just a few. Armed with one pistol and sheer bravery, you must seek out information leading to these desperados.

These varmints will have you chasing them on foot and on horseback through old west towns, following stagecoaches and trains, through Indian villages, forests, and plains. You've got to be quick on the draw and light on your feet—the outlaws' henchmen are everywhere. Also watch out for the many perils of the trail, including occasional bull stampedes! Bonus stages are included so you can brush up your sharp-shooting. You can pick up weapons for quick draw and two guns, as well as earn extra bounty money. The hazards of the job are great, but the rewards are many.

Check out the realistic scenes. local color, humor and non-stop action in the best showdown in the west. Come and join Konami's daring bounty hunters, the **SUNSET RIDERS!**

KONAMI®

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Original Logic PCB Available EX Japan

Allow one - three weeks delivery

Prices may change due to New Zealand dollar variation

Acrobat Mission	$1570.00	Commando	$350.00
Air Buster	$760.00	Crackdown	$800.00
Ajax	$500.00	Crime City	$1100.00
Aliens	$1070.00	Cross Blades	$1500.00
Alien Storm	$720.00	Crude Buster	$750.00
Altered Beast	$580.00	**Clutch Hitter**	**$2100.00**
Area 88	$1300.00	Dark Seal	$600.00
Baloon Bros 700	$460.00	Death Brade	$1550.00
Berlin Wall	$1400.00	Desert Assault	$1600.00
Black Dragon	$250.00	Demons World (Taito)	$700.00
Black Tiger	$450.00	**D.D. Crew**	**$1750.00**
Black Hole	$380.00	DJ Boy (sega)	$600.00
Block Out Kit	$780.00	Double Dragon	$500.00
Block Block	**$1750.00**	Double Dragon II	$600.00
Blood Brothers	$1050.00	Double Dragon III	$650.00
Bronze Adventure	$450.00	Dargon Breed	$650.00
Bubble Bobble (Taito)	$600.00	Dragon Ninja	$730.00
Beast Busters Kit (Gun/Panel)	$4000.00	Dragon Sabre	$1360.00
		Dragon Spirit	$840.00
Beach Volley	$350.00	**DriftOut**	**$2000.00**
Bonanza Brothers	$650.00	Dynasty Wars	$1400.00
Burning Force	$1200.00	Down Town (Taito)	$440.00
Cabal	$580.00	Edward Randy	$850.00
Caliber 50 (seta)	$760.00	Elevator Action	$220.00
Chelnov	$380.00	E.D.F	$650.00
Cadash	$700.00	Eswat	$650.00
Castle of Dragon	$550.00	Escape Kids	$1000.00
Chase H.Q. Kit (Shift Lever/accel etc)	$3500.00	Espial	$400.00
		Exciting Hour	$220.00
Chernov	$410.00	F1 dream	$440.00
Cobra Command	$450.00	Fighting Fantasy	$470.00
Columns II	$968.00	Fighting Hawk (Taito)	$530.00
Crime Fighters	$1100.00	Final Blow	$1050.00
Chiki Chiki (6up/ m'twins)	$1400.00	Final Fight	$1200.00
Chopper 1 (SNK)	$400.00	Final Round	$850.00
Cabal	$320.00	Finalizer	$250.00
Choplifter	$290.00		
Champion Wrestler	$800.00	Fire Battle (Taito)	$200.00
Combatribes	$600.00	Fire Shark (Toa)	$700.00
Cotton	$750.00	Flipper Jack	$320.00

CRANES

Skill tester features.

- Only top quality laminate, solid plywood and armour plate glass are used in the construction for maximum safety and security.
- Proven, reliable Belgian crane mechanism.
- Electronic coin mechanism programmed to accept ', and 20 cent coins. Electronic display shows number of credits for coin deposited.
- Brilliant neon display attracts customers.
- Prize storage facility within the cabinet.
- Specially designed prize display lighting makes fun items look even more attractive.
- Illuminated control buttons provide ease of operation.
- Electronic prize counting aids reconciliation, and anti-theft prize chute provides security.
- Optional nudge control.
- Specially moulded floor to enhance watch and jewellery displays.
- Perspex fence allows maximum display of soft toys.
- Available in a range of attractive coloured laminates.
- High capacity cash box.
- Smooth-running castors.

Physical dimensions – width 685mm.
depth 980mm.
height 1990mm.
Electrical supply – 230 volts plus or minus 10%.
50 Hertz plus or minus 1%.
Power consumption – 500 watts approximately.

"Music and flashing neon sign congratulate every winner!"

Now in Stock:

- New program will accept NZ $1 and NZ $2 Coins

NEW UNIT: neon sign, sound system, electronic coin mech, toy prize meter (NZ made) $6350 + GST

SECOND HAND UNITS: electronic coin mech, red formica (New Zealand made) $5500 + GST
Mechanical coin mech (Australian import) $4500 + GST

SUNSETRIDERS

TEST RESULTS

SUBURBAN ARCADE LOCATION U.S.A.

WEEK 1

RANK	GAMES	TOTAL INCOME	PER DAY
1	STREET FIGHTER II	$701.75	100.25
2	FINAL LAP S/D	677.50	96.79
3	CLUTCH HITTER	606.25	86.61
4	**SUNSET RIDERS**	603.00	86.14
5	STEEL GUNNER	532.50	76.07

WEEK 2

RANK	GAMES	TOTAL INCOME	PER DAY
1	**SUNSET RIDERS**	785.75	112.25
2	FINAL LAP S/D	723.50	103.36
3	STREET FIGHTER II	690.25	98.61
4	CLUTCH HITTER	652.50	93.21
5	RACE DRIVIN' S/D	540.75	77.25

WEEK 3

RANK	GAMES	TOTAL INCOME	PER DAY
1	**SUNSET RIDERS**	828.50	118.36
2	STREET FIGHTER II	742.00	106.00
3	FINAL LAP S.D	696.75	99.54
4	CLUTCH HITTER	651.25	93.04
5	STEEL GUNNER	495.00	70.71

WEEK 4

RANK	GAMES	TOTAL INCOME	PER DAY
1	**SUNSET RIDERS**	781.00	111.57
2	STREET FIGHTER II	651.25	93.04
3	FINAL LAP S/D	627.00	89.57
4	CLUTCH HITTER	572.50	81.79
5	STEEL GUNNER	430.00	61.43

COIN CABINETS/PARTS

CONTROLS

Controls (Rotary type)		$110.00
Controls (MCA) type	1 off	$30.00
	10 off	$28.00
	50 off	$25.00

BUTTONS

Button (MCA) type	1 off	$6.00
	10 off	$5.50
Dummy buttons (plugs)	1 off	$4.00
	10 off	$3.00
MCA button micro switches		$3.00

POWER SUPPLIES

-15 amp switch mode/subboard		
	1 off	$100.00
	10 off	$80.00
-15 amp switch mode	1 off	$70.00
	10 off	$60.00
- subbboard with leds		$30.00

COIN MECHS - ELECTRONIC

NRI G13-1404	$395
NRI G13-1002	$300
NRI G13-0004	$300
Universal Credit PCB	$110
Credit Display Units	$75

COIN MECHS - MECHANICAL

Coin Mechs (Video Game)	1 off	$50.00
anit strimming	10 off	$45.00
-Pinball Type (S10)		$50.00
mech return spring		$4.00
Front stainless plate (chaston cabinets)		$20.00
AVE coin mechs (20c/50c)		$130.00
10 off		$110.00
Ave Mech. microswitches		$12.00

KORTEK TUBES/MONITORS

Tube/Monitor/Transform 26"	1 off	$890.00
(Kortek Original)	10 off	$790.00
Tube/Monitor/transform 20"	1 off	$480.00
(Kortek Original)	10 off	$430.00
Kortek 20" Tube		$260.00
Kortek 20" Monitor		$260.00
Kortek 26" Transformer		$60.00
TV 20" transformer		$45.00

CONTROL PANELS COMPLETE -

STANDARD OR 500m WIDE

* Available in different colours

Single Player complete	$120.00
Double Player complete (3 button)	$190.00
Taito Japan (3 button)	$200.00
Three Player complete (3button)	$300.00
Four Player complete	$445.00

CONTROL PANELS/ METAL WORK

Single Player/Double Player	$45.00
500m Wide	$45.00
Taito Japan	$70.00
Three Player	$90.00
Control Panel Clamps	$ 8.50
Arch Rival Control Rubbers	$20.00

CABINET GLASSES

Screened	
20" standard	$40.00
26" standard	$50.00
Unscreened	
20" standard	$25.00
26" standard	$30.00

CABINET PARTS

Coin Counter complete with PCB		$35.00
Cash Box Door		
(Metal single / Double mech.)		$85.00
(Metal 4 coin mechs.)		$95.00
Cash Boxes	(slide type)	$30.00
	(Taito type)	$30.00
Wheels (each)	(long life)	$15.00
Locks	(barrel type)	$11.00
	(Cuboard type)	$12.00
Speakers		$20.00

FLUORESENT FITTINGS

Complete	$45.00
Tubes (new long life)	$10.00
Starters	$ 2.00
Choke	$15.00

HEADER MYLARS

Blank Mylars		$15.00
Printed Mylars (any name)		$20.00
Lexon Panels		$ 8.00
PCB holders (plastic)	1 off	$20.00
	10 off	$16.00
Degausing wands		$150.00
Outrun Steering Springs		$20.00
Arch Rival Control Rubbers		$25.00

MINI LOOMS

Complete mini loom - 1 player	$35.00
Complete mini loom - 2 player	$40.00
28 way molex connector	$ 6.00
Mini loom plug	$ 4.00

Quantity / Indent discounts on All Parts

The INSIDE VIEW

As our markets are shrinking, (those of our competition are also), it is only the operators with flair and imagination who will surivive and move ahead with the times leaving behind the old and derelict.

Neo Geo

SNK has taken its competitors head on with impressive games such as Blues Journey, Burning Fight, 20/20 Baseball, Eightman, and Crossed Swords, all of which have had impressive returns in the cashbox at quarter the price of top PCB systems, with the presence of such impressive boards like Street Fighter II and Wrestlefest on the market, Neo Geo has had its fair share of competition. However boards like the above are few and far between and the capital outlay for such boards can sometimes be quite daunting. With knowledge that more good earning titles are due and with the added advantage of cartridge prices slowly coming down Neo Geo seems like a variable system in todays market.

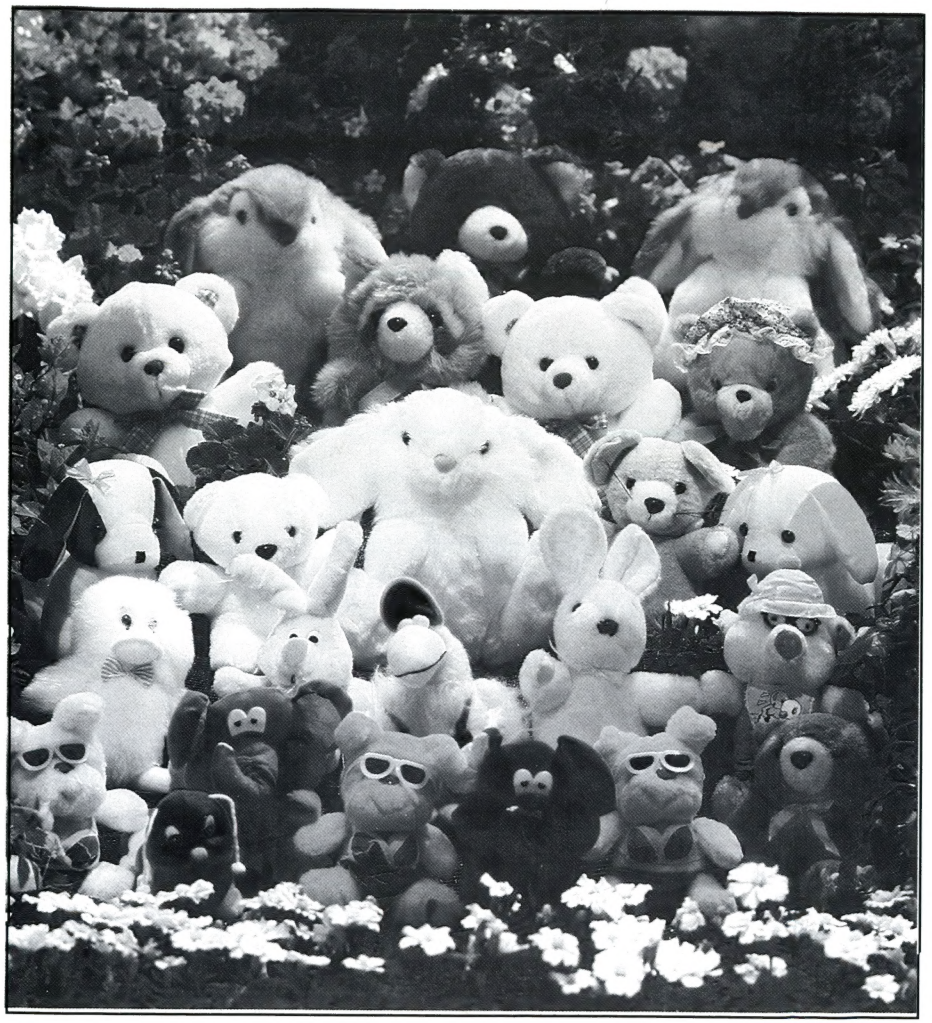
Time Traveller

The Hologram Game 'Time Traveller', is currently in Auckland and without a doubt this game is definitely turning heads, with visually stunning graphics and awesome stereophonic sound this game definitely takes the players into new realms. We will be watching closely to see if Sega can follow up with more astounding themes like Time Traveller.

Street Fighter II

With economic times being so tight we at Stages in Auckland have found that to draw people in you need to increase player participation. In the August school holidays we ran a Street Fighter II Competition, which went exceptionally well, we would like to see it possibly grow to a national level;.

Lars,
Stages,
Auckland



Toys : $2.40 plus GST EACH
: SPECIAL CARTON PRICE
$460 plus GST (200 Toys)

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CAPCOM'S GAME "EXPLOSION" SENDS PROFITS FLYING

How do I love thee? Let me count the ways. Industry confidence in the Capcom video hit factory may be measured by any number of yardsticks. You can count the 120 or so distributors who jammed a breakfast meeting at AMOA '91 to get a glimpse of *Captain Commando*, Capcom's latest CPS system game. You could also tally up the fine advance orders which the game received at the show.

Or, you could count the earnings of your *Street Fighter II* kit on nearly any American location. You can track the game's long ride atop the *RePlay* "Player's Choice" equipment poll. In its sixth consecutive chart appearance, the game was still on top of the chart in our September edition with a phenomenal 9.66 rating from operators.

You could mark the base of some 52,000 CPS system cabinets on location across the USA. The system bowed three years ago and its unique rebate marketing package has helped rehabilitate the very idea of video game systems. A whole series of CPS system titles have been strong earners, and some — like *Street Fighter, Final Fight, Mercs* and now *Street Fighter II* — have been long-running, outstanding hits.

For further evidence of Capcom's commanding position, you might even point to their Japanese parent company's very successful public stock offering last fall. And what will Capcom do with all the money it raised? Plenty. For starters, double the size of the firm's R&D staff working on new games. Dramatically increase the number of coin-op titles released. Bring out 32-bit computer technology. Introduce "Q-Sound" 3-Daudio. Bow a multi-game cartridge system. All of this will happen in 1992 and '93.

Capcom's Jolly Backer, supremo Kenzo Tsujimoto and Jeff Walker take an agressive (but fun) stance at their Expo booth. Their latest CPS system game *Captain Commando* looks like a strong contender and *Street Fighter II* continues to win top marks from polled operators.

Capcom's Jeff Walker bow's *Captain Commando* to distributors at the AMOA Expo (he's pictured at their breakfast distrib meeting).

As you can see, this is not a company that's sitting around on its laurels. Company founder and CEO Kenzo Tsujimoto remains devoted to the coin machine business. We've called him a "quiet giant" who takes a deep, personal interest in the quality of his products . . . a "toymaker" at heart. Spurred by Mr. Tsujimoto's passion, Capcom is still driving forward. "The expansion potential is incredible," said Capcom's Brian Duke. "We've gone beyond 'growing pains' into a whole new life!"

U.S. sales topper Jeff Walker put it another way. He told American dealers during the AMOA Expo that these days Capcom is "exploding." Jeff's absolutely right — and everybody in the industry is benefitting from the firm's profitable "shockwaves."

RePlay Magazine

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South Island: Gary Walker Ph (03) 338-1411 Fax (03) 338-1410

DECALS

NO FOOD OR DRINKS
NO SMOKING

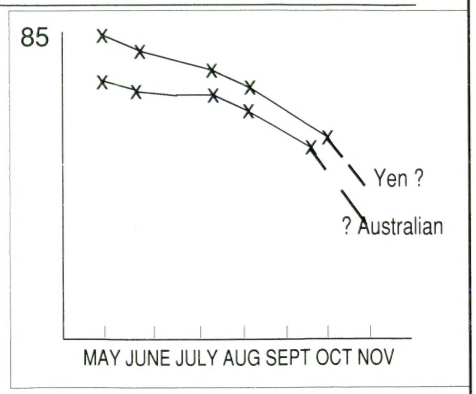
Double Sided Aluminium Frame

NOW $65 EACH

~~USUALLY $70.22~~

NZ DOLLAR - HOW LOW CAN IT GO?

The recent trend for the New Zealand dollar has been clear and one way. Exporters have been clammering for it and now the Reserve Bank even thinks it is a good idea. Interest rates are falling and so is overseas interest in our Dollar. Dealers predict that we have not yet seen the bottom and we could be faced with continued pressure unless our economy starts performing (how many of you can see that happening in the near future?)



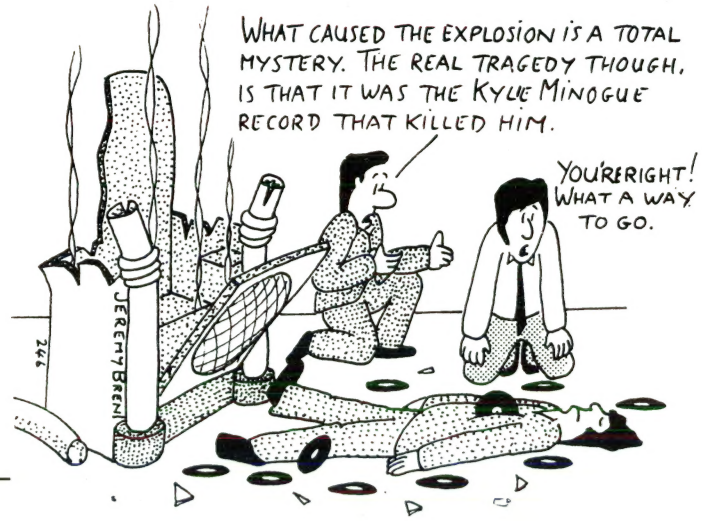
Effects on operators

Most of our pcbs come from Japan and are paid for in Yen and it is against this currency that our dollar has been performing the worst (10% devaluation over the last month alone) hence pcbs will rise in price and continue to rise in price as the dollar sinks.

The Response

SNK have announced that due to the high overseas demand for their products there will be NO INCREASE in individual game prices for operators. YES - new Neo-Geo games will continue to cost operators only $760.00 plus GST each.

The 'Jukes'


WHAT CAUSED THE EXPLOSION IS A TOTAL MYSTERY. THE REAL TRAGEDY THOUGH, IS THAT IT WAS THE KYLIE MINOGUE RECORD THAT KILLED HIM.
YOU'RE RIGHT! WHAT A WAY TO GO.
JEREMY BRENT
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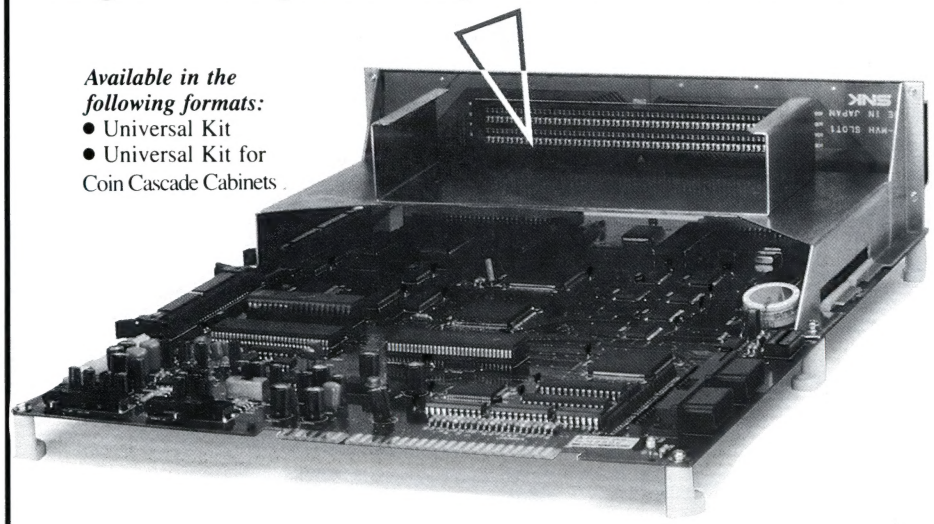
Finally, the kit everyone has been waiting for...

The NEO·GEO® One-Slot Kit.

Designed to accept all existing and future NEO·GEO software.

Available in the following formats:
- Universal Kit
- Universal Kit for Coin Cascade Cabinets



Kit includes: Free game
Wiring loom
Header mylar
Meter / test switches

$2230 plus GST

Customer Service : A Little Effort Goes a Long Way

The 1990's may go down as the decade which represented a new era in Customer Service.

Both location owners and players will respond more to Customer Service than they will to financially related benefits such as high commission rates and lower price per play. They are both more concerned about how much you care about "them" than the price you charge for products and services.

Customer Service

In order to improve Customer Service, the operator must first understand exactly what it is. The best definition of "Good Customer Service" that we can come up with is "A Standard of Service which exceeds the customer's expectation". Now, you don't have to exceed the expectation by very much. It just has to be a little bit at a time because everytime you offer the same service, you have to improve it by that small margin each time in order to continue exceeding the Customer's expectation.

The amazing part about Customer Service is that it either costs nothing or very little to provide.

In order to provide a "Good Customer Service", there is one essential ingredient. You have to "CARE". You must be sensitive to a customer's needs and expectations in order to make an offer of service which is beyond their expectations.

The word "CARE" is spelt C - A - R - E which means "CUSTOMERS - ARE - REALLY - EVERYTHING"

If you believe that customers are really everything, then you will succeed in the Customer Service area and your business will grow and prosper.

Location Owner Service

Here are a few points that will provide a better service to your location owner and cost very little:

1. Telephone the location owner regularly to find out whether he has any problems with the games or service
2. When you call at the location for maintenance, let the location owner know what you are doing in relation to making liberal/conservative adjustments to the game etc.
3. On collection, always remove the cash box and do the count in the presence of the location owner. Make sure they appreciate your honesty and integrity
4. Make suggestions on how the revenue from the game could be improved such as changing the position of the machine, rotating the game, point of sale material etc.
5. Always send the location owner a Christmas Card
6. Find out the location owner's birthday and send a card
7. Be polite when answering the phone and attend to service calls promptly. If the service call is going to be delayed, try and advise the location owner the extent of the delay and the reasons therefor.
8. Try and time collection and maintenance calls during a period when the location is not busy. If you need to have a discussion with the location owner, do it at a time convenient for the location owner or make an appointment which is mutually convenient.
9. Work closely with the location owner for local promotion of the games with such things as competitions and cross promotions with other traders in the near vicinity.

HOW TO IMPROVE CUSTOMER SERVICE FOR THE PLAYER

1. Make sure the game is kept clean
2. Make sure the coin mechs work efficiently. Failure in this area is like refusing to take the customer's money
3. Provide multi-coin facilities 20 cents, $1 and $2 for player change convenience

Make sure the games have proper and complete instruction labels

Be sure that the game pricing labels are clearly displayed

Player controls and buttons should also be clearly labelled so that new and novice players can understand the game functions.

Be sure that Point of Sale materials such as top mylars and promotional materials are professionally and prominently displayed on the location.

8. Promote competitions and cross promotions to encourage player involvement

All of the above services are very cost efficient and go a long way to substantially improving the relationship with both the location owner and the player.

They also don't take a lot of effort but they can assist the operator in achieving the 3 major objectives which are:

1. Increase the price per play to 60 cents on convertible games and $1 on dedicated games to increase revenue substantially
2. Reduce location owner commission rates on the basis of better equipment and service will generate more revenue which means more dollars for both the operator and the location owner
3. Secure your relationship with the location owner with a formal written contract clearly spelling out the terms and conditions under which the games are installed

Just remember improved Customer Service can be a major contribution towards achieving these objectives.

NEO-GEO REPORT

The Japanese Jamma Show saw the release of seven new Neo-Geo titles from SNK and two developments that will ensure that this system remains competitive through the 1990s. SNK announced that from April 1992 new Neo-Geo cartridges will double their memory amount to 80 megabites (from the present 40) and that from the Neo-Geo game "Alpha Mission" all new games will have on screen credit display and hence the need for the liquid crystal displays will cease.

SUPER HIGH TECH GAME
NEO·GEO®

NEW RELEASES

Thrash Rally - release November
This is a "rally x" style of car driving game with excellent large graphics and expanded memory for more interest.

Robo Army - release November
An exciting combat game with large graphics and good interactive moves.

Mutation Nation - release November
SNK believe this will be one of their best games to date. Soldiers battle mutant

GAME CHOICE
Only "Neo Geo" Multi Video System has a facility which allows up to four games in the same cabinet giving the players a choice of games will keep them constantly in front of the "Neo Geo" game cabinet.

creatures that turn from one enemy into another. Although the game was not fully complete when viewed it certainly contained all the right stuff.

MULTICOIN MECHANISM
All "Neo Geo" models are fitted with programmable NRI Electronic Coin Mechanisms capable of accepting up to 6 different coins or tokens. Market research shows that multicoin acceptance can greatly improve revenue.

Fatal Fury - release December
A Street Fighter II look alike with excellent graphics and action. This game utilises three function buttons that produce some excellent combination moves and utilises 55 megabites of memory over its six stages. Special three dimensional graphic effects give this game depth.

American Football - release December
An excellent grid iron game with spoken commentary and full screen graphics. Incorporates 55 megabites of memory. If you liked High Impact you will love this game.

Soccer - release early 1992
A soccer game set in the future with robot players. Excellent sound. The game is very quick as the ball rebounds back into play from the sideline if kicked out. Eight teams to choose from.

Last Resort - release early 1992
Not on show at Jamma.

SNK have clearly confirmed their dedication to Neo-Geo and for New Zealand operators faced with increased costs on all new pcb imports due to the weakness of the NZ dollar, each new Neo-Geo game at $769 plus GST represents the best value available.

NEO-GEO PRICE LIST

New Neo-Geo games	$760.00 + GST
Single Slot Neo-Geo system/free game	$2230.00 + GST
Complete Neo-Geo games:	
Two slot / 20" / mechanical coin mech with one game	$4150 + GST
Two slot / 26" / mechanical coin mech with one game	$4800 + GST
Two slot / 26" / electronic coin mech with one game	$5600 + GST
Four slot / 26" / electronic coin mech with one game	$6350 + GST
Six slot / 26" / electronic coin mech with one game	$6550 + GST

Neo-Geo represents an investment in the future for all operators who intend being in business in 1992.